

"Getting Your Share of Government Contracts"

- Brief, informative presentations from procurement experts
- Question and answer session
- Contacts for follow-up assistance

Thursday, June 3, 2010 8:30 am Registration
9:00 - 11:00 am Program

Main Street SUNY Cortland
9 Main Street
Cortland, NY 13045

Fee: Free (Refreshments Included)

This program offers guidance on winning federal contracts including marketing, bidding, regulations, procedures, bonding and more. Come and meet officials from the U.S. Small Business Administration, North Country Procurement Technical Assistance Center, and Small Business Development Center who will provide valuable information to help grow your business. New information will be available about the latest initiatives for Women-Owned Business (WOB) as well.

Please RSVP to Congressman Arcuri's office at 607-756-2470 (Cortland) or 315-793-8146/8147 (Utica)

For further information, call Mohawk Valley SBDC at 315-792-7547

Agenda

8:30-9:00am Registration and Continental Breakfast

9:00-9:15am Welcome

Congressman Michael Arcuri

Opening Comments

Dave Mallen, Director, Mohawk Valley SBDC

9:15-10:00am "Selling to the Federal Government"

James W. Quackenbush, SBA Business Development Specialist

10:00-10:45am "Subcontracting"

Claire Seiferth, Program Manager, North Country Procurement Technical Assistance Center

10:45-11:00am Closing Comments

Roxanne K. Mutchler, Government Contracting Coordinator, Mohawk Valley Small Business Development Center

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